



# OKLAHOMA GLOBAL REPORT

## 2018

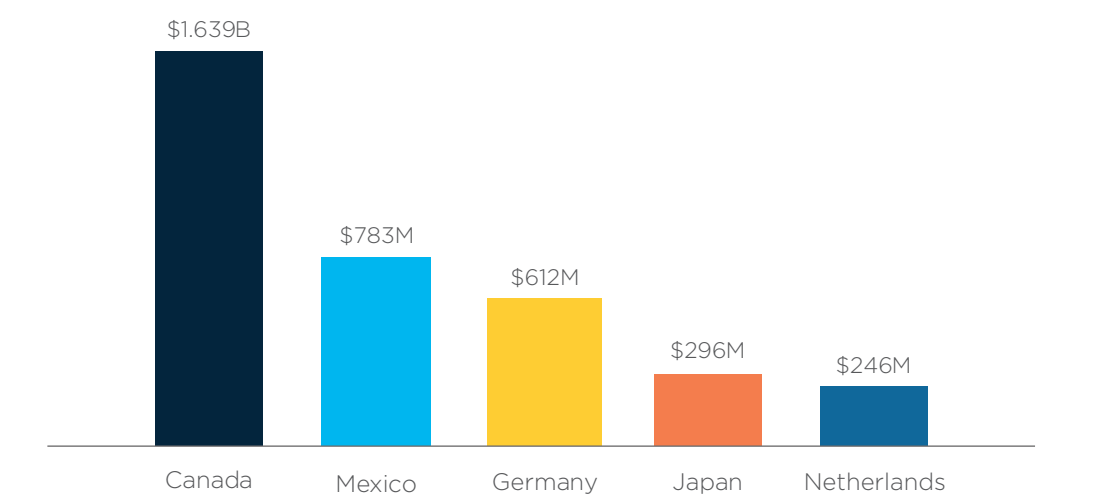
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Oklahoma's Global Team offers trade and export assistance to Oklahoma companies looking to sell their products and services in the global marketplace and promotes the state to international companies looking to relocate to or expand in the U.S.

# Oklahoma Exports to the World

Selling to international markets opens a business to 96% of the world’s consumers located in other countries. Oklahoma companies can benefit from exporting their products to markets outside of the U.S.

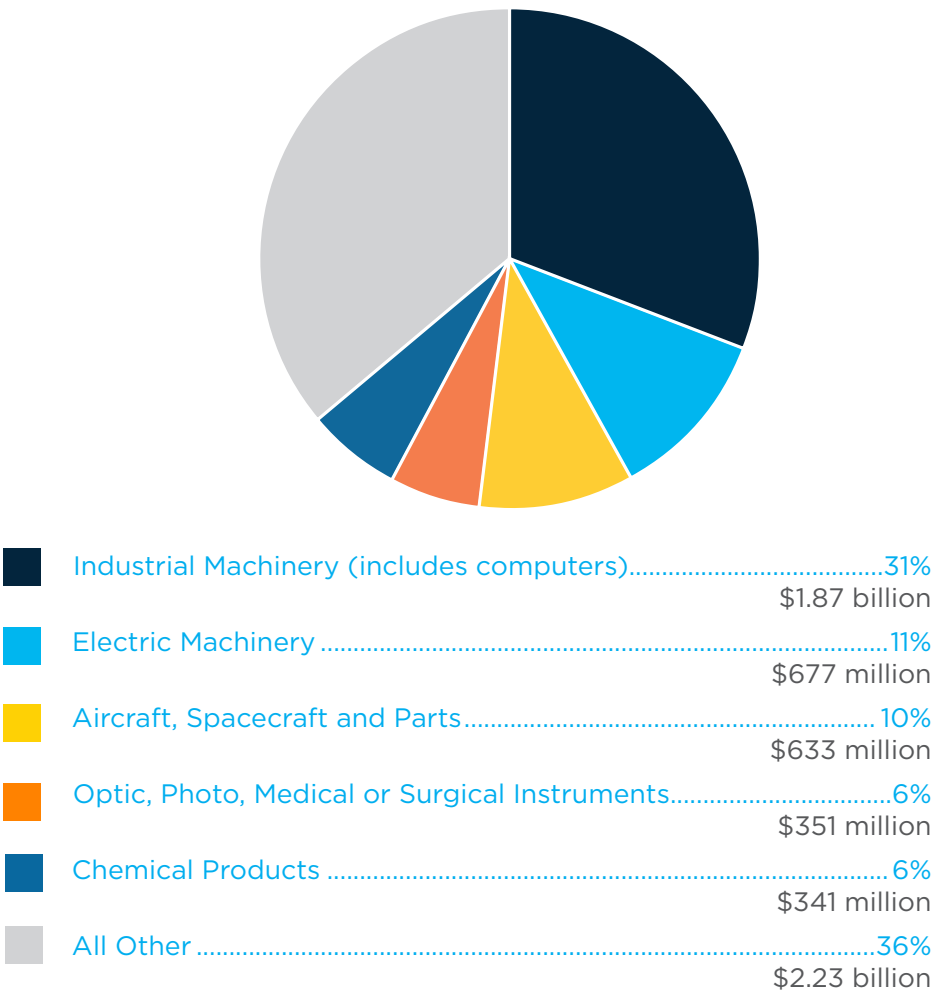
## Oklahoma’s Top Export Countries:



Country	2018 Exports	1-Year Growth	10-Year Growth	Percent/Share of Total Trade
Canada	\$1,638,956,727	16.54%	19.47%	27%
Mexico	\$783,308,110	48.76%	48.49%	13%
Germany	\$611,761,042	50.83%	425.33%	10%
Japan	\$295,780,415	12.67%	4.62%	5%
Netherlands	\$246,136,821	-0.35%	395.97%	4%
China	\$203,211,428	-8.62%	48.80%	3%
Singapore	\$188,831,819	-27.83%	29.69%	3%
United Kingdom	\$157,488,413	-24.92%	72.61%	3%
Hong Kong	\$154,662,535	41.77%	508.15%	3%
Australia	\$96,431,639	-12.89%	2.70%	2%
All others	\$1,725,856,110	--	--	28%

Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org

# Top 5 Oklahoma Export Categories:



Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org

- **\$6.1 billion in total exports from more than 3,000 Oklahoma exporters.**
- **Oklahoma exports have grown 13.8% in the past 12 months and 38.2% since 2009.**
- **Small- and medium-sized firms account for 84% of Oklahoma’s exporters.**

# Becoming Export Ready

## Commerce Trade Services

We guide local companies through the process of taking their existing business international.

- **Trade Counseling** - Analyzes the exporting capabilities of individual Oklahoma companies to help them prepare to enter new markets or sell new products to known markets.
- **Trade Shows** - The agency attends and hosts booths at trade shows to provide venues for Oklahoma exporters to meet international buyers, distributors or representatives.
- **International Business Matchmaking** - Our no-cost agent and distributor search service connects Oklahoma companies with businesses or individuals in targeted export markets that can ensure products and services reach the right industries, sectors and customers.
- **Oklahoma-Mexico Trade Office** - Oklahoma's trade office in Mexico provides easy and transparent access to the Mexican market by providing trade and export services and assistance for new and existing sales opportunities.

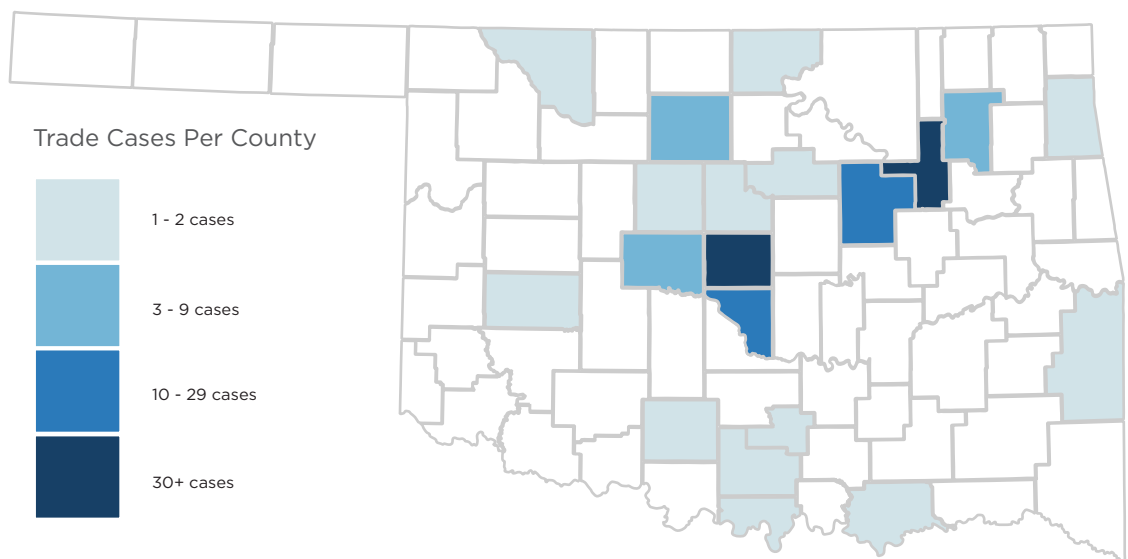
## Trade and Export Partners

Oklahoma's Global Team and the partner agencies listed below provide a comprehensive Oklahoma network to facilitate all areas of international trade services and opportunities.

- Export-Import Bank of the U.S.
- Oklahoma Department of Agriculture, Food and Forestry
- Oklahoma District Export Council
- Oklahoma Governor's International Team
- Oklahoma International Trade Center SBDC
- Oklahoma Manufacturing Alliance
- Overseas Private Investment Corporation
- U.S. Department of Commerce
- U.S. Small Business Administration

# Companies Assisted in 2018

Throughout the year, Oklahoma companies request export and trade services from the Oklahoma Department of Commerce. During 2018, the Commerce team assisted 75 companies with 125 trade cases.



**“It has been our great pleasure to work with Commerce in many ways, and in particular the major international air show of the year. Without the support of Commerce, we would not be able to afford and coordinate the logistics of having a booth at the show. Our presence at the show as part of the Oklahoma delegation improves our visibility and recognition among current and potential future customers, for both scheduled visits and creating numerous impromptu walk-by meetings.”**

*- Al Altieri  
President & CEO  
WHI Global LLC.*



# Spotlight: Mexico Trade Office

Mexico is Oklahoma's second largest export market. Commerce's Oklahoma-Mexico Trade Office helps Oklahoma companies identify export opportunities and sell their products and services to the Mexican market. In 2018, 43 Oklahoma companies were served directly by the Mexico International Trade Office.

Oklahoma's trade office in Mexico provides Oklahoma businesses access to the Mexican market through various services, including:

- International agent/distributor/partner searches
- Comprehensive market research reports
- International trade/market entry consulting
- International due diligence requests
- International trade show assistance
- International regulations/certifications/standards assistance
- Vetted international trade leads & bidding opportunities
- Sourcing assistance

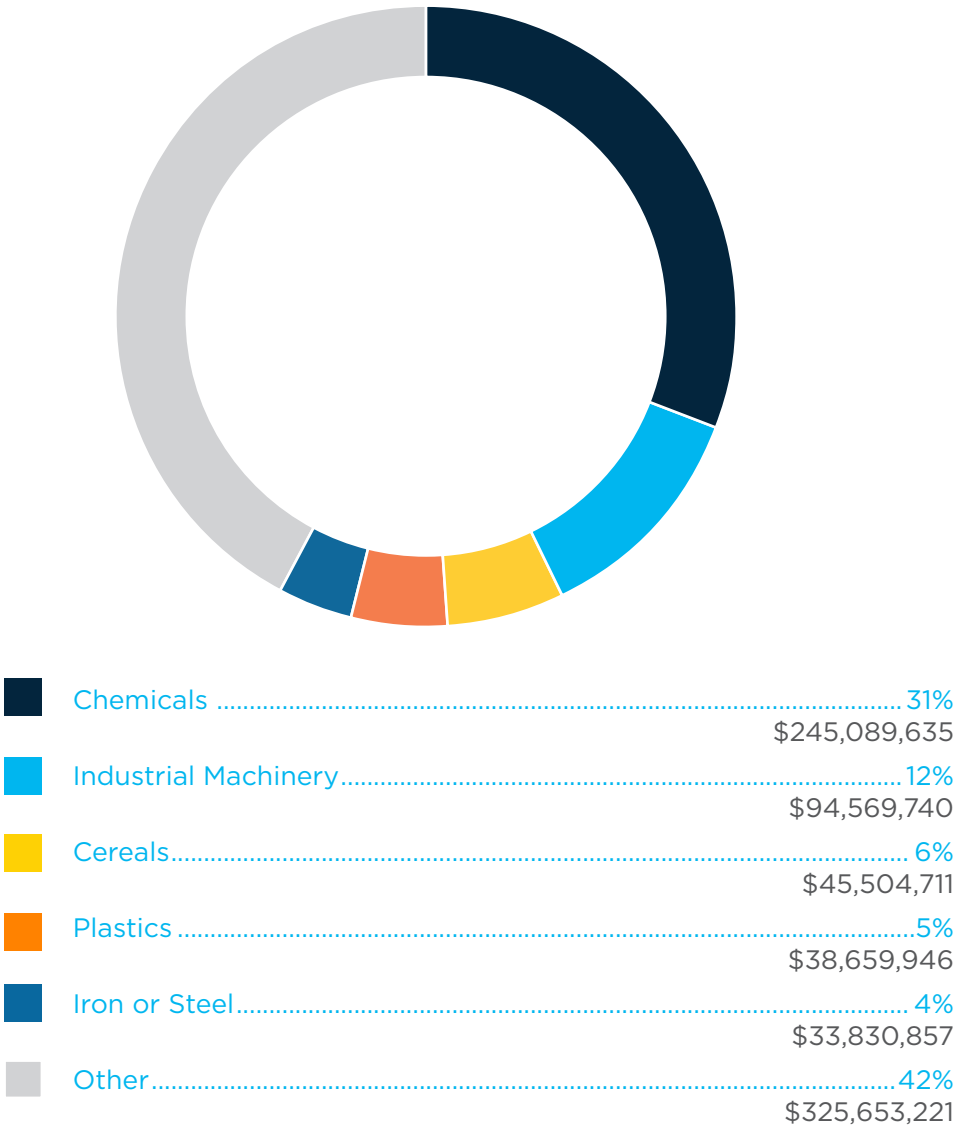
**“Commerce was an extraordinary help in paving the way for Arrow to conduct business in Mexico. From our initial request for assistance in this matter, their prompt response, meetings at our plant, and numerous conference calls helped us address a multitude of details to fast-track the initiative.”**

*– Al Malizia,  
VP-Operations,  
Specialty Products,  
Arrow Engine*



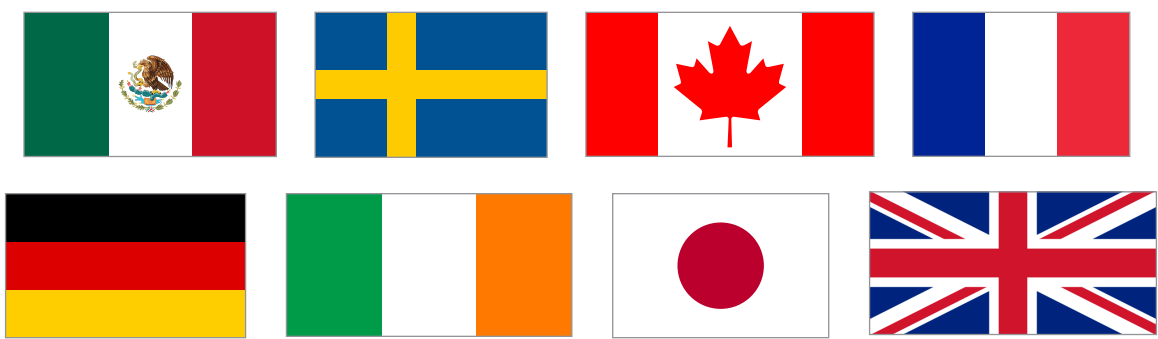
# Top Oklahoma Exports to Mexico:

\$783 million total exports in goods from Oklahoma to Mexico in 2018



# The State of Global Success

- Major sources of foreign investment in Oklahoma include Canada, the United Kingdom, Japan, Germany, France, Switzerland, Ireland, Australia, Sweden, Mexico, Belgium and Italy.
- The largest international employers in the state are companies headquartered in Mexico, France and Ireland.



## Foreign Investment in Oklahoma

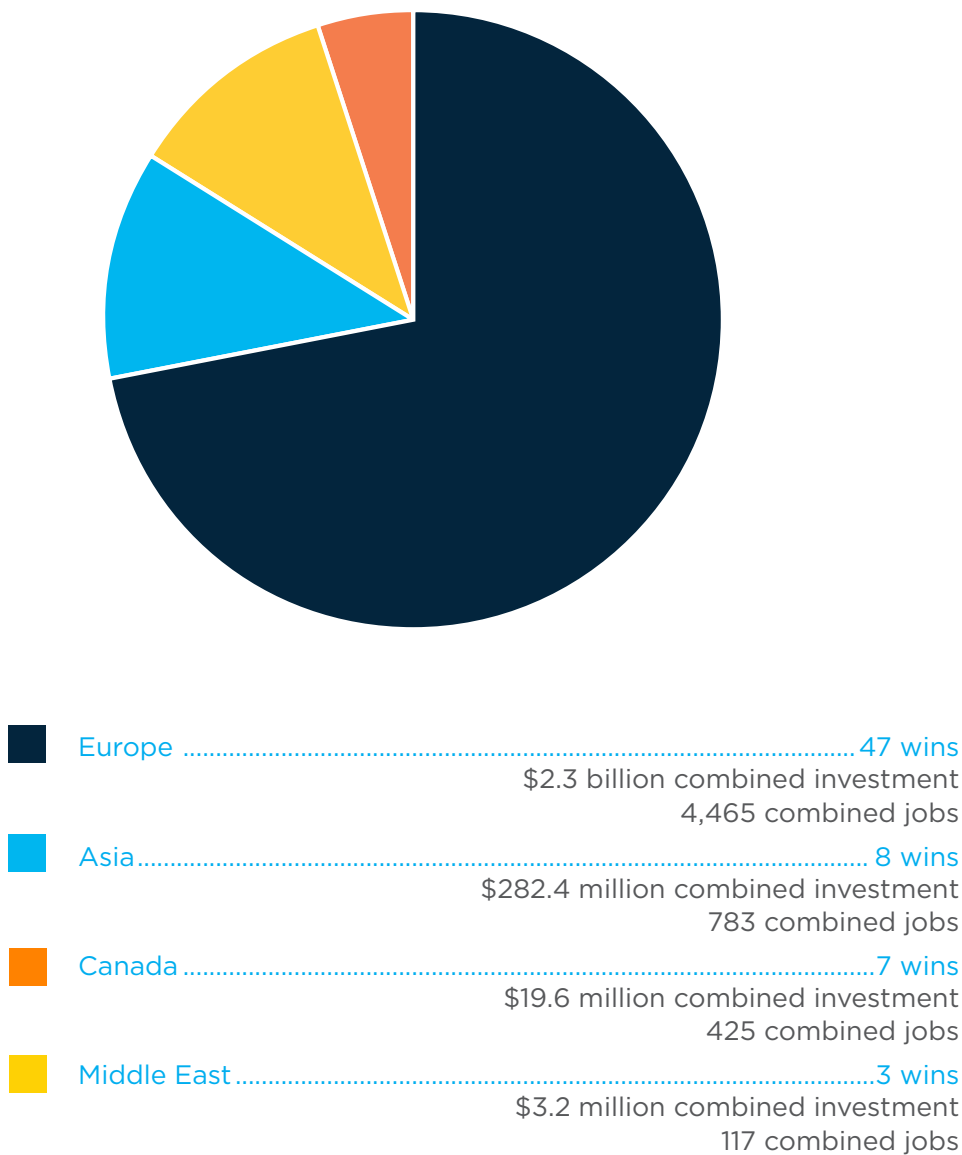
Oklahoma's foreign-owned companies support more than 51,800 jobs in the state.

Country	Business Establishments in Oklahoma	Employment in Oklahoma
Canada	67	3,756
United Kingdom	64	4,352
Japan	58	2,874
Germany	53	2,831
France	49	5,765
Switzerland	35	2,525
Ireland	20	5,448
Australia	17	938
Sweden	17	4,270
Mexico	16	6,846
Belgium	13	970
Italy	13	664



# FDI Business Expansion/Attraction Wins

The following chart provides a breakdown of business expansion/attraction “wins” by region since Fiscal Year 2010. A “win” represents a decision by a company to add jobs and/or investment to the state.



# FDI Partners and Services

## Oklahoma's FDI Program Services

Oklahoma's Foreign Direct Investment (FDI) program provides prospective Oklahoma businesses the tools they need to locate and grow their business in Oklahoma.

- International site location assistance
- Incentive analyses
- Cost of doing business benchmark reports
- Customized site visits
- Market entry strategy assistance
- Visa assistance
- State and local partnerships
- International supplier/partner identification
- Workforce recruitment and hiring
- Regulatory and permitting assistance
- Foreign entrepreneur support

## FDI Partners

Oklahoma's FDI Team is a partnership between Commerce, local economic development organizations and the state's major utility companies that are committed to promoting Oklahoma's economic development efforts to international markets.

- Ardmore Development Authority
- Broken Arrow Economic Development Corporation
- Duncan Area Economic Development Foundation
- Greater Oklahoma City Chamber
- MidAmerica Industrial Park
- Muskogee City-County Port Authority
- Norman Economic Development Coalition
- Oklahoma Business Roundtable
- OGE Energy Corp.
- Public Service Company of Oklahoma
- Tulsa Regional Chamber

# Trade & Export Spotlight: Tulsa Port of Catoosa

The 2,500-acre Tulsa Port of Catoosa sits along a 1.5-mile-long channel off the Verdigris River just east of Tulsa. It is the westernmost port along the McClellan-Kerr Arkansas River Navigation System not to mention one of the most inland, ice-free ports in the U.S. The 2,500-acre Tulsa Port of Catoosa is the site of more than 70 businesses which employ more than 4,000 people. On average, 1,000 semi-trucks per day carry products through the Tulsa Port complex.

Commodities such as steel, wheat, soybeans, fertilizer, iron, heavy manufactured items and bulk liquids such as chemicals, asphalt, refined petroleum products and molasses arrive or leave the Tulsa Port of Catoosa daily – adding \$8.5 billion in annual revenue to the U.S. economy.

Since it opened in 1971, the Inland Waterway has sparked a massive industrial boom in the state, and the adjoining industrial park is home to nearly 60 companies.

Last year, 1,209 barges passed through the Tulsa Port of Catoosa, hauling nearly 2.1 million tons of commodities.

“A single barge can replace 60 semi-trucks, and a towboat can push up to 12 barges at a time on our river,” said Andrew Ralston, Economic Development, Tulsa Port of Catoosa. “Shipping via barge on the inland waterway system can be as little as one-fifth the cost of shipping by rail or truck for large shipments. As far as ton-miles per gallon of fuel, there is nothing more efficient or environmentally friendly than a towboat pushing a barge.”

The McClellan-Kerr Arkansas River Navigation System (MKARNS) is Oklahoma’s primary navigable waterway originating at the Tulsa Port of Catoosa and flowing southeast to the Mississippi River.



**\$2.2 billion** worth of commodities

Types: steel, fertilizer, wheat, soybeans, heavy manufactured items, iron



**221,000 trucks**

or 57,000 rail cars to haul equivalent amount of commodities



**22,500+ jobs impacted**

*Includes all of Oklahoma segment of MKARNS; numbers from 2015 economic impact study*

For more information on Trade and FDI  
in Oklahoma, contact our Global Team or  
visit our website.

405-815-5136

